

Federal Aviation Administration

Small Business Development Program News

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Annual FAA National Small Business Conference

On June 28 - July 1, 2010, the FAA hosted its Annual National Small Business Procurement Opportunities Training Conference and Trade Show at the Cox Convention Center in Oklahoma City. Welcoming remarks were provided by several dignitaries including the Honorable Jari Askins, Lieutenant Governor of Oklahoma, and the Honorable Constance Johnson, Oklahoma State Senator (District 48).



The Honorable Jari Askins



The Honorable Constance Johnson

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At the conference luncheon, James H. Washington, Vice President – Office of Acquisition and Business and FAA Federal Acquisition Executive and Inez C. Williams, Director, Small Business Development Program presented the FAA “2009 Best of the Best” Awards to six awardees. The award recipients were: CNI Aviation, LLC, Small Business of the Year, B3 Solutions, LLC, Service-Disabled Veteran-Owned Small Business of the Year, I S Technologies, LLC, Women-owned Small Business of the Year, Cherokee CRC, LLC, Small Disadvantaged Business of the Year, Northrop Grumman Corporation, Large Business of the Year and Elizabeth Soltys, FAA Procurement Official of the Year. The “Best of the Best” Awards were established in 2008 to recognize awardees based on their outstanding performance and significant contributions to the FAA Small Business Development Program goals and objectives.



Pictured is the “Procurement Official of the Year”, Elizabeth Soltys, Systems Engineering 2020 Program Manager along with Mrs. Williams and Mr. Washington.

The total number of conference attendees was 806. The 84 exhibitors included small as well as large businesses, and FAA personnel from Headquarters, Regions and Centers.

Workshops were held on various topics including: FAA Legal Hot Topics and Procurement Opportunities, eFAST Master Ordering Agreement Holders Program Review, Teaming Opportunities, Air Traffic Control Facilities, Safety and Operations Support, and the Mentor-Protégé Program Review.

Town Hall meetings facilitated FAA/industry smaller group discussions concerning upcoming procurement opportunities. Business matchmaking sessions with FAA and industry provided a one-on-one forum for business exchange.



Pictured to the left at the trade show ribbon cutting – Inez C. Williams and Gerald A. Lewis



The VIP Exhibit Hall tour afforded exhibitors a one-on-one exchange with several FAA executives.

Training sessions were held for Contracting Officers and Program/Project Managers. The topics were eFAST for FAA Acquisition Professionals, Using eFAST for FAA Program/Project Managers and Avoiding and Resolving Contracting Disputes with the FAA.

Systems Engineering 2020 (SE-2020) Contract Awards

The SE-2020 portfolio provides system engineering and research support services for NextGen activities. SE-2020 contracts are designed to encourage the participation of small business. The contracts awarded under SE-2020 for a combined total of \$7 billion were as follows: in April, CSSI, a small women-owned business was awarded a contract in the amount of \$280M and in June, Boeing, General Dynamics and ITT were awarded contracts worth up to \$4.4 billion.

The last two contracts were awarded at an invitation only presentation during the small business conference on June 29 to: Metron Aviation, Inc. and Booz Allen Hamilton. Contracting Officer Sue Handy filled in for Kenneth M. Carter who was not available at the time of signing. Mr. Carter is the Contracting Officer for the SE-2020 Team.



Sue awarded a 10 year contract in the amount of \$1.15 billion to Metron Aviation, Inc. a small business located in Dulles, VA.



Sue also awarded a 10 year contract in the amount of \$711 million to Booz Allen Hamilton of McLean, VA.

Mentor-Protégé Program

The FAA Mentor-Protégé Program (M/P) is designed to assist in the development of small companies who desire to do business with the FAA. Mentors provide technical and financial assistance to small businesses including: Socially and Economically Disadvantaged Businesses including 8(a) certified firms, Service-Disabled Veteran-Owned Businesses, Women-owned Businesses, Minority Institutions, and Historically Black Colleges and Universities. Through participation in the program, mentors enhance the small business capability to perform FAA prime contracts and subcontracts while fostering the establishment of long-term business relationships between these entities.

To date, the M/P Program has 62 approved mentors and 6 mentor-protégé agreements awarded.

Lisa Floyd, Management/Analyst is the M/P program manager. She can be reached at (202) 267-7725.

A complete overview of the program along with the list of participating mentors is available at <http://www.sbo.faa.gov>.

Fiscal Year 2009 FAA– Major Procurement Program Goals and Percentage Accomplishments

PRIME CONTRACT CATEGORIES	Goal and Percentage	Accomplished Amount and Percentage
Total Procurements	\$ 2,000,000,000	\$ 3,543,046,610
Small Business (SB)	\$ 500,000,000/ 25%	\$ 1,033,152,391/ 29%
Small Disadvantaged Businesses (SDB) including 8(a) firms	\$ 200,000,000/ 10%	\$ 411,401,469/ 12%
Women-owned Small Businesses (WOB)	\$ 100,000,000/ 5%	\$ 176,156,360/ 5%
Service-Disabled Veteran-Owned Small Businesses (SDVOSB)	\$ 60,000,000/ 3%	\$77,388,249/ 2.2%

Electronic FAA Accelerated and Simplified Tasks (eFAST)

eFAST is the FAA's preferred acquisition vehicle for providing small business solutions. The vehicle can be used to identify companies for upcoming procurements. There are 245 reliable and trusted Master Ordering Agreement holders, whose rates have been pre-approved by the FAA. The eFAST services are provided at a low fee to the program office. The following eight functional areas are included within eFAST: Air Transportation Support, Business Administration and Management, Research and Development, Services Engineering, Computer/Information Systems Development, Computer Systems Support, Documentation and Training, and Maintenance and Repair.

For more information on eFAST visit the website at <http://www.faa.gov/go/efast>

eFAST Team Contact Information

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"Source-Net" Database

Another source for identifying small businesses is the FAA small business database titled "Source-Net." Over 2000 small businesses are contained in this database that have registered their contact information and capability statements with the FAA. You may query the database by North American Industry Classification System Code, company name, supply/service, state, etc. The database can be viewed at <http://www.sbo.faa.gov/Source-NetBusinessDatabase.cfm>.

FAA Small Business Liaison Representatives

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Center for Management and Executive Leadership Training



In August, the Small Business Development Group along with a representative from the Mike Monroney Aeronautical Center and Headquarters' contracting personnel attended "Working Together Effectively/Collaborative Team Process" at the FAA Center for Management and Executive Leadership Center in Palm Coast. The four and a half day course is designed to enhance the collaborative skills of work team members. Pictured left to right are: Monte Dover, Gloria Rosier, Lakisha Davis, Inez Williams, Connie Brown, Lisa Floyd, Scott Bukovec, Gerald Lewis, Mike Galm, and Fred Dendy. Mr. Dover and Mr. Galm provided valuable instruction to the group.


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**“Save the Date”**  
**Annual FAA National Small Business Procurement Opportunities**  
**Training Conference and Trade Show**  
**July 18 – 21, 2011**  
**Trump Taj Mahal Conference Center**  
**Atlantic City, NJ**

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